

## PRODUCERS HOLD OUT FOR \$50 ZINC OFFERED \$47.50

Smelters Increase Price \$1.50 Over  
Last Week—Not Enough,  
Say Operators

## NO SALES UNDER \$50 ARE REPORTED TODAY

Mine Operators Insist That Price Be  
in Keeping With Spelter Market  
and Expect Raise  
Tomorrow

Offered a price of \$47.50 for zinc the ore producers of the Kansas-Oklahoma field are holding out today for \$50, and confidently expect to force the buyers up to that figure before the end of the week.

The price of \$47.50 was announced at noon today, a \$1.50 raise over last week's price, but no sales at that had been recorded up till three o'clock. The producers are counting on the strength of the spelter market, St. Louis spot was quoted at \$7.05 yesterday, with futures \$7.40 to \$7.65, and the fact that a shortage of labor and the holidays last week has effected a distinct curtailment in the production, for the past two weeks.

One sale at \$50 was recorded yesterday when the Laclede sold their pile of 700 tons at that price. The bonus was occasioned by the high iron content, more than three percent, of the ore.

The producers had expected the price today to be \$50 and when the lower price was announced decided to give the buyers the cold shoulder until the other \$2.50 was forthcoming.

## AVIATION HAMPERED BY LACK OF LANDING FIELDS

Flyer Forced to Descend in Park,  
Whereupon He Is Haled to  
Court for Spoiling Grass

New York, July 11.—The deplorable lack of landing fields, or even places where airmen can land with any degree of safety about our largest cities is the biggest obstacle in the way of flying becoming common. Aeroplane enthusiasts are agreed upon this, and until some way out of the difficulty is found the sport will always rank as hazardous, unsafe, but extremely thrilling.

New York had an example of this a few days ago when Philip A. Bjarklund, a civilian aviator, landed in Van Cortlandt Park and tore up a few feet of turf. His engine had "conked" while flying to Albany and he was forced to descend hurriedly where he could. Von Cortlandt Park happened to be it. It might have been the Woolworth tower or Forty-second street and Broadway, or Brooklyn Bridge, so far as the pilot's ability to control his destiny was concerned.

He landed, got out and was ruefully contemplating his machine. Up walked Hard Luck in the bulky shape of Patrolman John T. Shields.

"Hey, whatcha mean by tearing up that grass?" queried the exponent of law, order and flat feet. "Cantcha see them signs: 'Keep Off the Grass'?"

Bjarklund explained that he had a forced landing, and that so far as he was concerned it was unavoidable, that he certainly hadn't wanted to land in the park, et cetera. But the Law was obdurate.

"Tain't my fault," said the mountain in blue. "Them signs say 'Keep Off the Grass' and I'm here to see that they're obeyed."

He thereupon handed the aviator a summons to appear before Magistrate Ten Eyck for "unlawfully disturbing the grass in a grass plot of Van Cortlandt Park without a permit from the park authorities, against the peace and dignity of the State of New York

## QUIT MEAT WHEN KIDNEYS BOTHER

Take a glass of Salts before breakfast  
if your Back hurts or Bladder  
is troubling you.

No man or woman who eats meat regularly can make a mistake by flushing the kidneys occasionally, says a well-known authority. Meat forms uric acid which excites the kidneys, they become overworked from the strain, get sluggish and fail to filter the waste and poisons from the blood, then we get sick. Nearly all rheumatism, headaches, liver trouble, nervousness, dizziness, sleeplessness and urinary disorders come from sluggish kidneys.

The moment you feel a dull ache in the kidneys or your back hurts or if the urine is cloudy, offensive, full of sediment, irregular of passage or attended by a sensation of scalding, stop eating meat and get about four ounces of Jad Salts from any pharmacy; take a tablespoonful in a glass of water before breakfast and in a few days your kidneys will act fine. This famous salts is made from the acid of grapes and lemon juice, combined with lithia, and has been used for generations to flush and stimulate the kidneys, also to neutralize the acids in urine so it no longer causes irritation, thus ending bladder weakness.

Jad Salts is inexpensive and cannot injure; makes a delightful effervescent lithia-water drink which everyone should take now and then to keep the kidneys clean and active and the blood pure, thereby avoiding serious kidney complications.

and the municipal ordinances in such cases duly made and provided."

"Phew!" said Bjarklund as he read the charge sheet.

Magistrate Ten Eyck promptly adjudged him guilty when he appeared. The Court was stern. Justice fairly boiled from His Honor's brows.

"Didn't you see the signs?" queried the Court in a deep bass voice.

"No, Your Honor, I was 1,500 feet up." Bjarklund then explained to the court that his motor had quit and that he couldn't very well tie up to a cloud while he tinkered with it. Neither could he throw out a sky anchor. He had to go up or come down. Inasmuch as the motor wouldn't go up, he had to come down, and he had only about the split part of a second to decide where he was going when he got down.

"Well," said the Court, "you should have written a letter to the Park Board and asked authority to land there. Of course, it being Sunday, no one would have been at the Park Board office to answer it. And, of course, you might have been killed in the meantime, but you would have stayed within the law anyway."

"You're guilty as charged," boomed the Court. "But," with a twinkle in his eye, "the sentence is suspended. Next time when you've got to come down fast write a letter to the Board and ask for permission to land. Next."

"Well, he was guilty anyhow," said the cop triumphantly, as he stalked out to resume his watchfulness of the park squirrels.

## R-34 MAKING FAST TIME ON WAY HOME

Blimp Was Making 66 Miles Per  
Hour and May Get to London  
in Fifty-One Hours

New York, July 10.—Speeding eastward at the amazing speed of more than sixty-six miles an hour (57.5 knots), the big British dirigible R-34 was more than 700 miles from her starting point, Mineola, L. I., shortly before noon today, wireless dispatches from her forward gondola indicated.

Throughout the early morning hours she was heading a course almost directly east of the southern coast of Rhone Island and taking advantage of a brisk westerly wind. If she maintains her present rate of speed she will reach London in slightly more than fifty-one hours, arriving over the British capital before noon London time, Saturday.

Isaac Asher, who for the past week has been visiting his family here, has returned to the harvest fields.

## HOLLAND TO REFER EXTRADITION FOR KAISER TO LEAGUE

Paris, July 10.—An Amsterdam dispatch to the Petit Journal reports that when the allies demand the extradition of the ex-kaiser for trial, Holland will refer the case to the league of nations and agree to abide by its decision.

## S. A. T. C. BARRACKS

### TO HOUSE STUDENTS

Manhattan, Kan., July 14.—It cost the people of Kansas \$80,000 to buy the equipment required by the Student Army Training Corps at the Kansas State Agricultural College. The S. A. T. C. lasted three months, the boy soldiers were discharged and went home, and the five buildings, erected at such an enormous cost in comparison to the trivial results obtained, were left vacant.

In other schools the buildings used by the S. A. T. C. were junked and the equipment placed on the market and sold for a song. But the buildings here were left standing and the equipment carefully stored, pending the possible opportunity of utilizing them. Such an opportunity has now arisen. The mess hall has been turned into a college dining room where students may obtain regular board at a small figure. For the summer school the cost is 30 cents a meal, or \$6 a week, when the student is a regular boarder. The price charged next fall will be regulated by the cost of provisions.

The sleeping quarters of one of the barracks is to be rented to students of small means, enabling them to obtain a bed in a room that is altogether more comfortable than the best of army barracks for \$1 a month. Thus a student is enabled to get room and board at approximately \$30 a month.

The other buildings have been utilized as store houses and barns. One of the buildings is a tractor shed.

## GARDEN PARTIES TO SUP-

### PLANT ALL ROYAL COURTS

London, July 14.—There will be no royal courts this season. The edict has just gone forth from Buckingham Palace that royal garden parties held in the spacious parks back of the Palace will supplant the more formal functions which before the war were considered essential to the debut of any high-born English maiden. Here is the process court ladies must go through to get inside the gates for the garden parties.

Ladies who have been presented to court who wish to attend a garden party at the palace must notify the Lord Chamberlain by letter. Then the Lord Chamberlain, on behalf of the King, issues an invitation to said party. A lady so "invited" may present one other lady, for whom she must be responsible, in addition to her own daughters and daughters-in-law. The names of such persons must be forwarded with the lady's original application for a bid. However, a lady presented for the first time can only take along her daughters or daughters-in-law.

The formalities require that no lady to be presented for the first time can ask to be invited; this must be done by some lady friend who already has been presented.

Husbands, of course, are included with all the above categories for ladies.

Attendance at royal garden parties hereafter will be scored as equal to presentation at court, and set down in a book that way.

Larger numbers can be accommodated in the gardens, of course, than in the royal drawing rooms.

## "PLEASE BE CAREFUL,"

### IS COURT'S ADMONITION

St. Louis, Mo., July 14.—It was in the Federal Court, the United Railways receivership case was set for resumption at 10 o'clock. Ephraim Caplan, counsel for the plaintiff, failed to appear. Master Lamm was impatient and made no bones about it. Ten-thirty, ten forty-five, eleven o'clock and still no Caplan.

A few minutes after 11 the attorney arrived, red of face, smiling and breathless.

"You are somewhat late, Mr. Caplan," began the master. But Caplan interrupted.

"It's a boy," he exclaimed, "weight nine and a half pounds."

"Aha," said the Court, rubbing his hands. "I understand, but don't let it happen again."

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## Never Satisfied With Those Things With Which They Are Familiar.

## INCLINED TO TAKE CHANCE

Curious Traits in Human Nature Have  
Made Possible Growth and Devel-  
opment of the Great Mail  
Order Houses.

(Copyright, 1917, Western Newspaper Union.)  
A curious trait in human nature makes itself apparent very frequently. That is an inclination to trust in the unknown rather than in that with which one is familiar. A person is very apt to take a chance, even though he may know that the odds are 100 to one against him, instead of being satisfied with lesser rewards about which there is no possibility of doubt.

It is, possibly, the flaring up of the ever-present gambling instinct but there is something more in it than that. There is in it the unexplained tendency on the part of most people to reach for the chimerical and ignore the tangible and substantial thing which is near at hand. Man is seldom satisfied with those things that are within his grasp but is reaching always for the unattainable. Too often, he loses that which he might easily gain by blindly pursuing that which is always just out of his reach.

## Why "Con" Men Thrive.

Coupled, in a way, with his faith in the unknown is the tendency on the part of so many people to place confidence in a stranger in preference to one who is known and has been tried and proven. It is this tendency which makes possible the operations of the "con" man, the get-rich-quick artist, the unscrupulous promoter and the salesman of worthless mining stocks. The man who would not think of trusting Bill Jones, his next-door neighbor and fellow church member, will confidently turn over his life's savings to a stranger who unfolds a tale of riches to be won. Bill Jones might talk his head off in behalf of a legitimate proposition without getting a dollar where the slick stranger with the worthless proposition can get thousands.

It is these two tendencies which, apparently, are so widely prevalent among all classes of people that have made possible the success of the great mail order houses in the big cities. A knowledge of psychology is as important to the mail order man as a knowledge of business practices. He plays upon these tendencies of man to take a chance, to trust in the unknown rather than the known, to place confidence in the stranger rather than the friend.

## Hope to Draw Prize.

Those who buy merchandise from a mail order house are moved partly, whether they realize it or not, by that trait in their nature which prompts them to trust in the unknown rather than in that with which they are familiar. They are hoping, it may be unconsciously, that they will draw a prize. They do not know what they will get, for it is impossible for one to know what he is going to get when he orders merchandise from a picture and a highly colored description in a catalogue. He is taking a chance on the unknown.

Buying merchandise from the local merchant, on the other hand, contains none of these elements of chance that enter into the dealings with the mail order house. When one buys a stove from the hardware store in his home town, he may get none of the thrills that come from taking a chance but he will get a stove that will last longer and keep him warmer than the one that he might get from the mail order house and to the average individual, these things are likely to be more important than the thrills.

## Using Your Eyes.

When you buy from the local merchant you see the thing that you are buying, you inspect it carefully, examine the workmanship and the quality of the material of which it is made and in many cases you have the privilege of testing it before paying for it. You have not only your own eyes and knowledge of values to rely upon, but you have the advantage of the advice of the merchant who has an expert knowledge of the merchandise which he is selling and who, in 99 cases out of 100, can be relied upon to tell the truth about it. Then you have the guarantee that is backed not only by the retail merchant, but in many cases by the manufacturer. If the article which you buy does not prove satisfactory after it is given a fair test, you can take it back to the store where you bought it, in most cases, and get your money back. The retailer may get his money back from the manufacturer but if he doesn't, he stands the loss. In any event, you are protected.

Why a person will place his confidence in a stranger rather than a friend or will trust in the unknown rather than in that which is tangible, is something that is hard to understand. Even the mail order house does not pretend to know why it is so but it accepts conditions as it finds them and makes the most of the opportunities that they offer.

The man who believes all he says doesn't always say all he believes.

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